# PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

Brodart Co.

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|----|----|----|----|----|----|

For Item I, Trade; Item II, Non-Trade; and Item III, Textbook Publications, a percent discount shall be offered as follows: List Iess \_\_\_\_\_\_ % Discount For Item IV, Net Publications, a handling charge shall be as follows: \$\_\_\_\_\_ each Enter Zero if No Discount or No Charge

\*Hardcover andpaperback titles on which Brodart receives minimalor no discount and/or the Publisher requires prepayment may be discounted at the non-trade discount or invoiced at the Publisher's list price plus a service charge of \$2.00 or 15% of the list price, whichever is greater, not to exceed \$15.00.

#### **PUBLICATIONS**

|    |   | <u>Item I</u><br>TRADE | Item II  NON-TRADE | Item III Text- | Item IV<br>NET<br>Handling |
|----|---|------------------------|--------------------|----------------|----------------------------|
|    |   | Discount               | Discount           | Books          | Charge                     |
|    | AE. PRINT   |                        |                    |                |                            |
| Α. | CLOTH BINDING Discount/Charge per copy Volume Pricing-Price Breaks for Single Title: n/a copies n/a copies n/a copies           | %<br>%<br>%            | %<br>%<br>%        | 10_%<br>%<br>% | \$*<br>\$<br>\$            |
| В. | LIBRARY BINDING  Discount/Charge per copy  Volume Pricing-Price Breaks  for Single Title: n/a copies  n/a copies  n/a copies    | %<br>%<br>%            | _18%<br>%<br>%     | %<br>%<br>%    | \$<br>\$<br>\$             |
| C. | PAPERBACKS, QUALITY Discount/Charge per copy Volume Pricing-Price Breaks for Single Title: n/a copies n/a copies n/a copies     | 32%<br>%<br>%          | _10%<br>%<br>%     | %<br>%<br>%    | \$*<br>\$<br>\$            |
| D. | PAPERBACKS, MASS MARKET Discount/Charge per copy Volume Pricing-Price Breaks for Single Title: n/a copies n/a copies n/a copies | 32%<br>%<br>%          | _10%<br>%<br>%     | 10_%<br>%<br>% | \$*<br>\$<br>\$            |

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|     |  | <u>Item I</u>     | <u>Item II</u> | Item III         | Item IV<br>NET        |
|     |  | TRADE<br>Discount | NON-TRAD       | E Text-<br>Books | Handling<br>Charge    |
| Ξ.  | PREBOUND HARDBACKS Discount/Charge per copy Volume Pricing-Price Breaks for Single Title: n/a copies n/a copies n/a copies | no <u>bid</u> %%% |                | no <u>bid</u> %% | \$_no_bid<br>\$<br>\$ |
| =.  | NON-PRINT AND OTHERS Discount/Charge for single unit   | Brodart is        | not bidding    | any portion      | of F. Non-Pri         |
| 1.  | Audio Cassettes (music, educational, etc.)   | %                 | %              | %                | & Others<br>\$        |
| 2.  | Audio Visual Materials   | %                 | %              | %                | \$                    |
| 3.  | Books on Tape Abridged   | %                 | %              | %                | \$                    |
| 4.  | Books on Tape Unabridged   | %                 | %              | %                | S                     |
| 5.  | CD-ROM (fixed price only-<br>no online services)   | ,%                | %              | %                | \$                    |
| 6.  | CD-ROM (additional discount if offered in conjunction with an online service)  | %                 | %              | %                | \$                    |
| 7.  | CDs (music, etc.)  | %                 | %              | %                | \$                    |
| 8.  | Encyclopedias  | %                 | %              | %                | \$                    |
| 9.  | Laser Disc   | %                 |                | %                | \$                    |
| 10. | Maps   | %                 | %              | %                | \$                    |
| 11. | Microcomputer Software (educational)   | %                 | %              | %                | \$                    |
| 12. | Microform (Microfiche and microfilm)   | %                 | %              | %                | \$                    |

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**PUBLICATIONS** Item I Item II Item III Item IV NET TRADE NON-TRADE Text-Handling Discount Discount Books Charge 13. Slides % % % 14. Video Tapes (feature film, educational, etc.) % % Other (please specify) 15. % % % % % % % % % % % % % % % % % Volume Pricing-Price Breaks for Section F for Multiple Units-List Non-Print Sub-Item Numbers: (Aggregate pricing to be offered on subsequent pages) No.\_\_\_\_ units % No.\_\_\_\_ units % % % No.\_\_\_\_ units % % % No.\_\_\_ units % % % \$ No. units % % Charge Services-Specify G. SERVICES See Page 20, "Detailed Specifications." Bidders to specify the services they offer. Catalog Kits \$.73

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| 2. | Cataloging and Processing <u>Complete Cataloging</u> & Processing          | \$ <u>.92</u><br>\$<br>\$                    | <pre>inc: jacket, spine label and pocket applied and all cards inserted into pocket.</pre> |
|----|--|--|--|
| 3. | Pohinding of Daniel  | \$   |  |
| 0. | Rebinding of Paperbacks <u>Brodart's Duralam</u> <u>Brodart's Lyfguard</u> | \$<br>\$ <u>4.25</u><br>\$ <u>2.00</u><br>\$ | Conversion Reinforcement Protection  |
| 4. | Shelf Ready Books See above  | \$<br>\$<br>\$                               |  |
| 5. | Customized Reports  Brodart's regular reports                              | \$<br>\$ <u>no cha</u> rge<br>\$<br>\$       | Title by Title Cancellation Report Confirmation Report                                     |
| 6. | Bibliographic Records  | \$\$<br>\$20<br>\$\$                         | Brodart's Circ Serv<br>bibliographic records.  |
| 7. | Security Tape Theft Detection  | \$\$<br>\$45<br>\$<br>\$                     | 3m or checkpoint   |
| 8. | Bar Codes  | \$<br>\$15<br>\$<br>\$                       | Smart barcodes produced by Brodart   |
| 9. | Other - Bidder to list: Automated Processing                               | \$79<br>\$<br>\$                             | <pre>inc: jacket, spine label, barcode label &amp; bibliographic record.</pre>             |

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See "Discounts," "Aggregate Discounts," clauses and "Detailed Specifications." Please specify the amounts that DISCOUNTS apply in the left column and the discounts to the right of the Item I Item II Item III Item IV solid line NET TRADE NON-TRADE Text-Handling Discount Discount Books Charge VOLUME PRICING-PRICE BREAKS for agency's aggregate purchase \$ or % in dollars. Please specify the amount that applies: % % % % \$ % % VOLUME PRICING-PRICE BREAKS for aggregate contract purchases in dollars statewide: % % % % % \$ % % % OTHER VOLUME PRICE BREAKS AND/ OR DISCOUNTS - Bidder to explain: % % % % % Electronic Access Ordering Discount ' n/a Prepayment Plan Discount n/a % Deposit Account Discount n/a % Approval Plan Discount n/a Based on libraries interest, Brodart will discuss and negotiate with the individual libraries.

<sup>\*</sup>Brodart reserves the right to negotiate pricing and discounting better than state contract pricing with an individual agency based on volume of purchases and competitive conditions.

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| BIDD | ER SHALL ANSWER EACH OF THE FOLLOWING QUES   | TIONS AS PART OF THE BID:           |
|------|--|-------------------------------------|
| 1.   | Number of years in business (three years minimum required): In lieu of three years, previous experience may be considered or five references may be provided.  See "Qualification of Bidder" clause.                                     |                                     |
| 2.   | If bidder does not meet the three-year requirement, has either documentation of previous experience or the required five references (including company name, contact person, complete address, telephone and fax numbers) been attached? | eYESNO                              |
| 3.   | Does bidder offer an electronic access ordering system (option   |                                     |
| 4.   | If yes, name of computer software system offered for electronic access ordering system: PC Rose Plus, See Attack   |                                     |
| 5.   | Is 24-hour rush delivery available (optional)?   | _X_YESNO                            |
| 6.   | If yes, is there an additional charge for 24-hour delivery?  | X YESNO                             |
| 7.   | If there is a price additional for 24-hour delivery, on what basis (state "0" if none)? <u>actual shipping charge</u> Charge: \$ actual shipping charge  | _                                   |
| 8.   | Is bidder offering foreign product?  If yes, please identify:  | YES _XNO                            |
| 9.   | Toll-free numbers for state procurement use (see "Toll-Free Numbers"): Telephone: 800-233- Fax: Fax:   | <u>570-326-1</u> 479 or 800-999-679 |
| 10.  | If a toll-free number is not currently available, is bidder willing to establish a toll-free number, if awarded a contract?  | <u>n/a_</u> YESNO                   |
| 11.  | Is bidder prepared to submit the required financial statements within five business days of request (see "Financial Stability" clause)?  | XYESNO                              |
| 12.  |  | -1 <u>20</u> Days A/R/O             |

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|            |            |        |         | THE DOX |

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requested can be supplied.

13. In the event you may be successful in receiving an award, please provide the following information for inclusion in the Notice of Contract Award to be sent to customer agencies: Company Name: Brodart Co. by: Nubro Inc., General Partner Street Address: 500 Arch Street P.O. Box: City, State, Zip: Williamsport, PA 17705 Contact Person (please print or type): Rhonda Rhea Telephone Number: 800 233-8467 Local 570-326-2461 Fax Number: 800 \_ 999 - 6799 Local 570-326-1479 Internet Address (E-mail): rhea@brodart.com WWW Site: www.brodart.com Is the pricing offered the same or lower than that offered to other corporations, institutions, and government agencies' on similar items, quantities, terms and conditions: XYES NO If no, please explain: EXCEPTIONS: Does bidder take exception to any of the terms and conditions stated herein? X YES NO If "YES", please explain in detail: Quarterly sales report will not be produced by individual customer, however, all other information



#### ATTACHMENT A

#### PC ROSE PLUS -- BRODART COMPANY'S ELECTRONIC ORDERING SYSTEM

PC Rose *PLUS* is Brodart Company's state-of-the-art electronic ordering system, and is available free of charge to qualified customers. By using PC Rose *PLUS*, librarians can quickly and conveniently order books from Brodart and receive instant confirmation of each title ordered.

Hardware specifications:

PC Rose *PLUS* requires an IBM-AT or compatible computer, (386 or higher processor) hard disk drive, monitor and modem; a printer is optional, but recommended. PC Rose *PLUS* does **not** require expensive CD-ROM equipment or subscriptions, because it accesses Brodart's 2.2 million title database on-line via a modem.

Inventory access and status:

Brodart's title database includes well over 2.2 million recent and soon-to-be-released book titles. The entire database is updated continuously each working day with new materials and a constantly changing on-hand inventory, unlike CD-based systems which are only updated with the release of each new disk. As a service to our customers, Brodart also provides up-to-the-minute status information on the availability of titles, including out of print, must order direct and not yet published materials--even when these titles are not available for purchase through Brodart. Titles may be researched in "batches," or one at a time, using PC Rose *PLUS'* exclusive On-Line Lookup feature. By performing On-Line Lookups, titles can be researched by ISBN, LCCN, or Brodart TIN numbers, or by any combination of title, author and keyword information.

Flexibility and support:

PC Rose *PLUS* is user-friendly, and comes with easy-to-follow instructions and an [F1] help feature. However, the software is powerful and flexible enough to support multiple purchase order numbers, account numbers and processing specifications. A toll-free number is also available for PC Rose *PLUS* technical support each business day from 8:00 am to 5:00 pm, Eastern Time.

Reports:

PC Rose *PLUS* offers a variety of confirmation reports which can be printed on standard 8-5 x 11 paper, or multi-part 3 x 5 order slips. PC Rose *PLUS* reports can also be customized with multiple levels of sorting and page breaks.

Connectivity:

Having the ability to interface computer systems is a growing concern for libraries today. Brodart has incorporated technology that allows users to move data freely between PC Rose *PLUS* and their integrated systems, or other stand-alone programs, using ASCII, BISAC and MARC-readable files.

#### Communication fees:

Standard order transmissions are free with unlimited connect time to all PC Rose *PLUS* customers. Libraries who choose to use the optional On-Line Lookup feature of PC Rose *PLUS* are granted up to four hours per month of searches free of charge. On-line searching in excess of four hours per month may be charged up to \$27.00 per hour.